

OOREDOO OMAN PERFORMANCE – Q2 2023

Investor Presentation

31st July 2023

Conference Call



FIFA WORLD CUP
Qatar 2022



ooredoo

OFFICIAL MIDDLE EAST & AFRICA TELECOMMUNICATIONS OPERATOR

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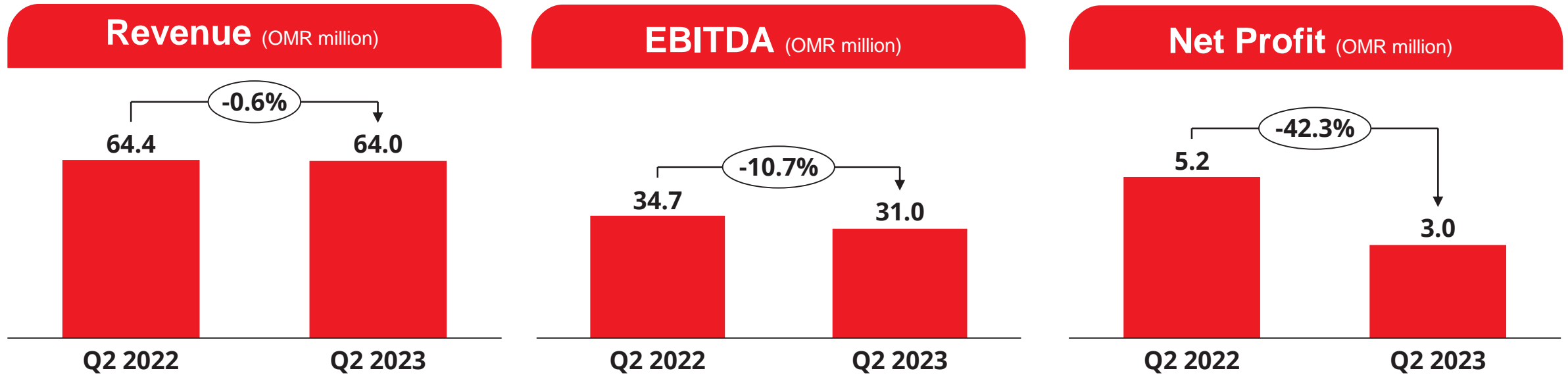
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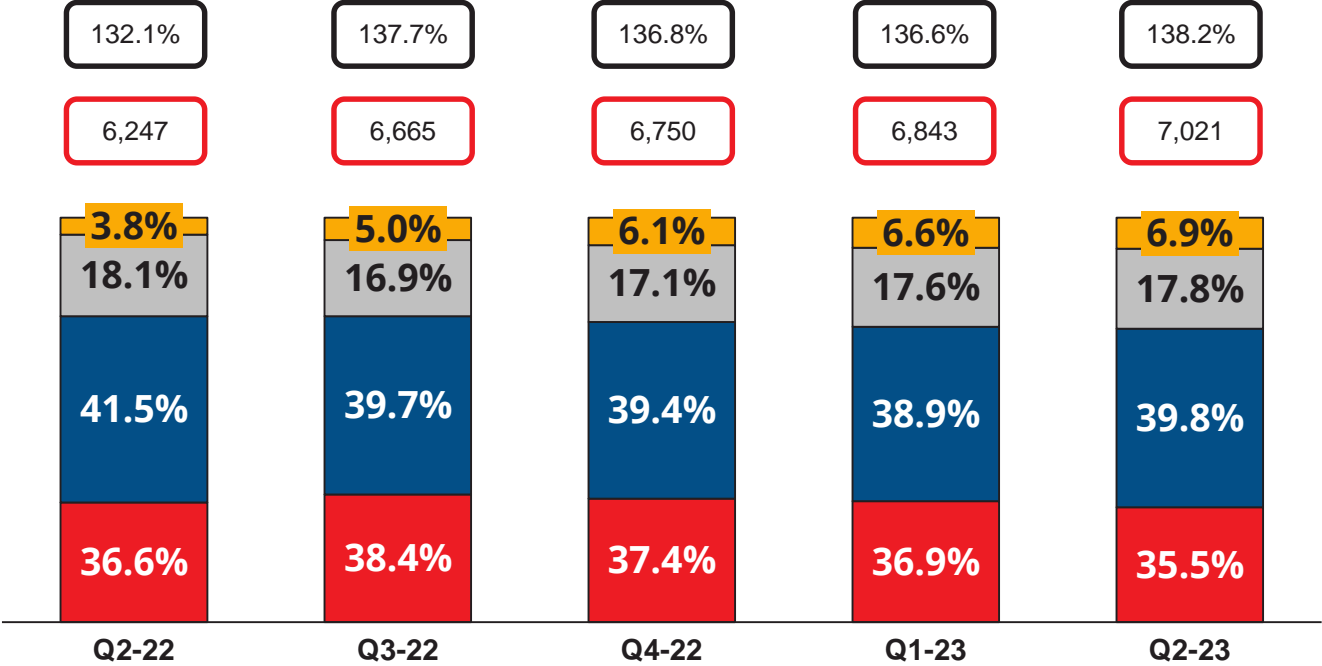
Q2 2023- Revenue , EBITDA, and Net Profit (NP)



- Q2 2023 revenue was marginally lower than Q2 2022 due to lower mobile and fixed revenue.
- EBITDA was impacted by lower gross margin due to lower revenue and higher expenses, associated with higher device and ICT sales.
- Net profit was impacted by lower EBITDA.

Market Share

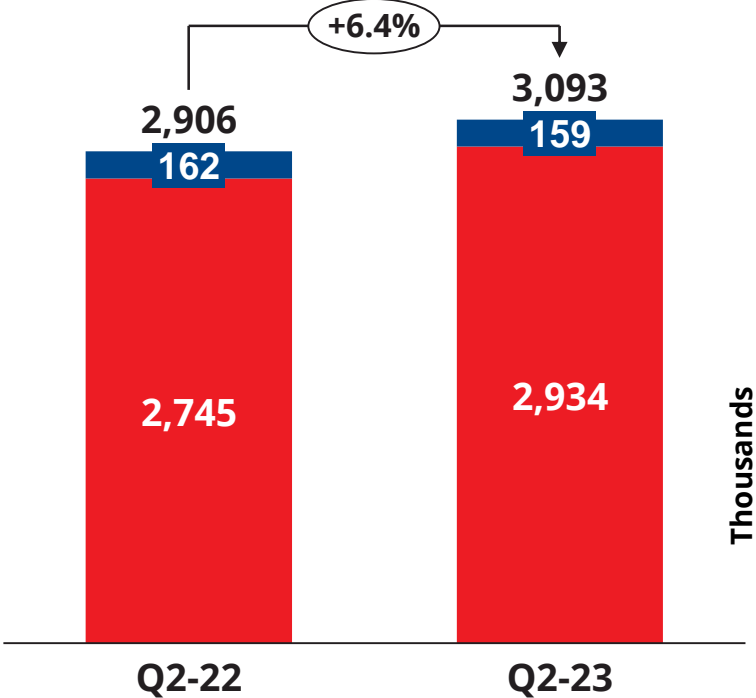
Oman Mobile Market Share – Customers



OO OTL Re-Sellers Vodafone

Mobile SIM penetration % Active Mobile SIM

Ooredoo Oman Total – Customers



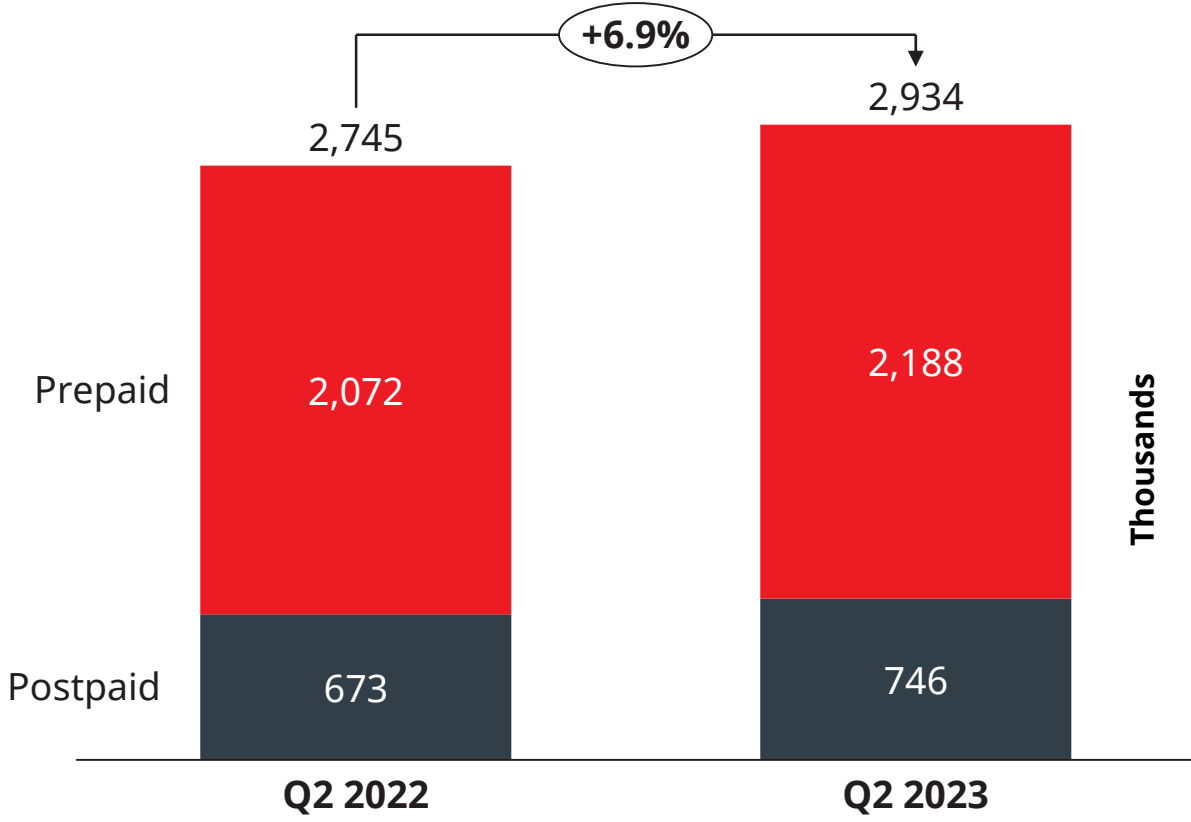
OO – Mobile* OO - Fixed

*Mobile customer base includes ICT/ M2M

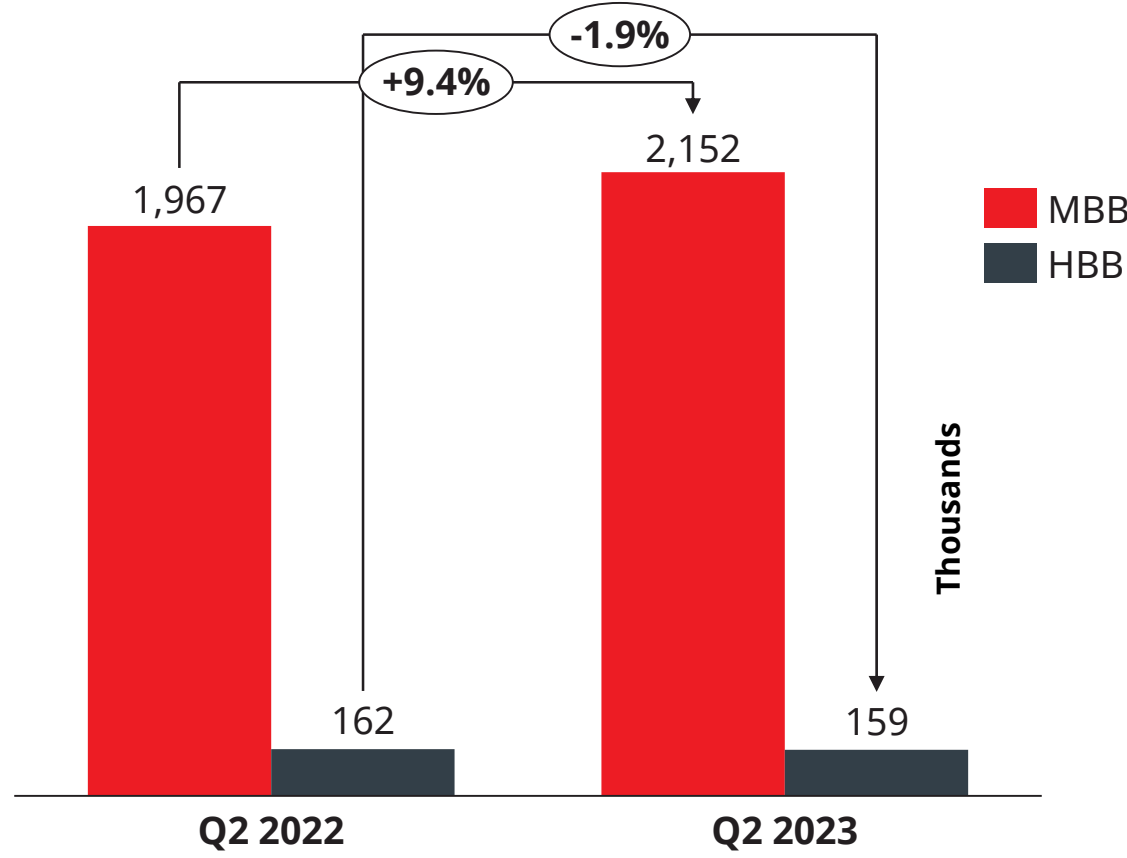
Disclaimer: VF numbers are based on market intelligence reports



Customer Base



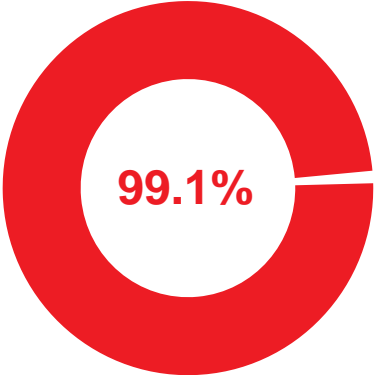
Ooredoo Oman Mobile - Customers



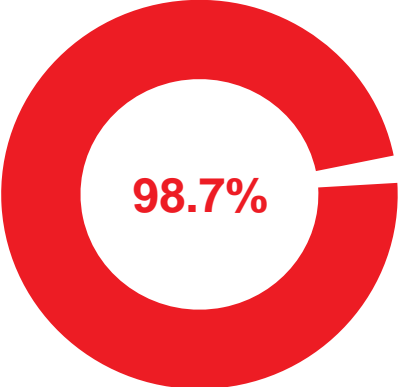
Ooredoo Oman MBB and HBB customers

- Postpaid customer base continue to grow driven by new acquisition and migration of prepaid customers.

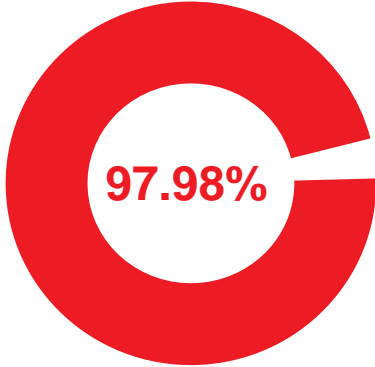
5G & Digitalization- Mobile



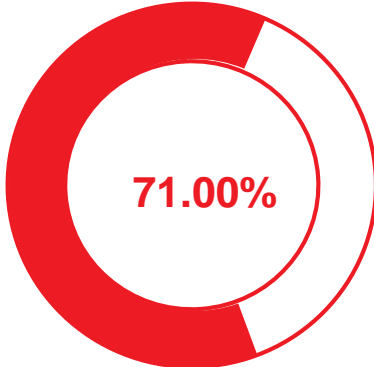
2G Population



3G Population



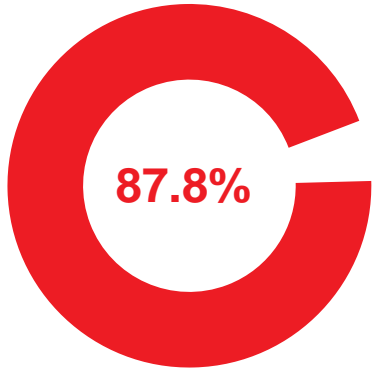
4G LTE Population



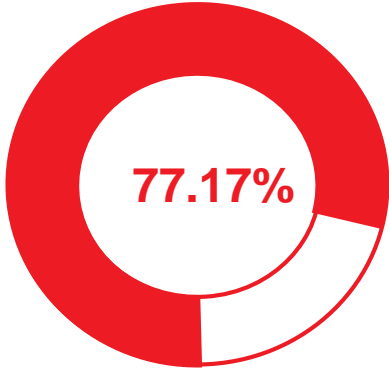
5G - MBB

- 5G Population mobile coverage continues to grow reaching around 71% of population (Q2 2022 coverage was 25%).
- By end of Q2-2023, OO had 1,861 5G sites on air. 10 sites came On-Air with Mobile and Fixed services. (Q2 2022 5G sites were 662).
- Huawei, Samsung, Apple, Xiaomi, ViVO, OPPO & Oukitel 5G Certifications are completed.

5G & Digitalization - Fixed



4G HBB (Households %)



5G HBB (Households %)

- OO Continues to boost the capacity to improve customer wireless home-broadband experience.
- 5G wireless home-broadband service is available with access speed of up to 1 Gbps speed.
- By end of Q2-2023, total 5G sites are 1861. 10 sites came On-Air with Mobile and Fixed services. (household 5G coverage improved by 58% compared to Q2 2022).
- OO continues to work with OBB to expand FTTH service in the Sultanate.

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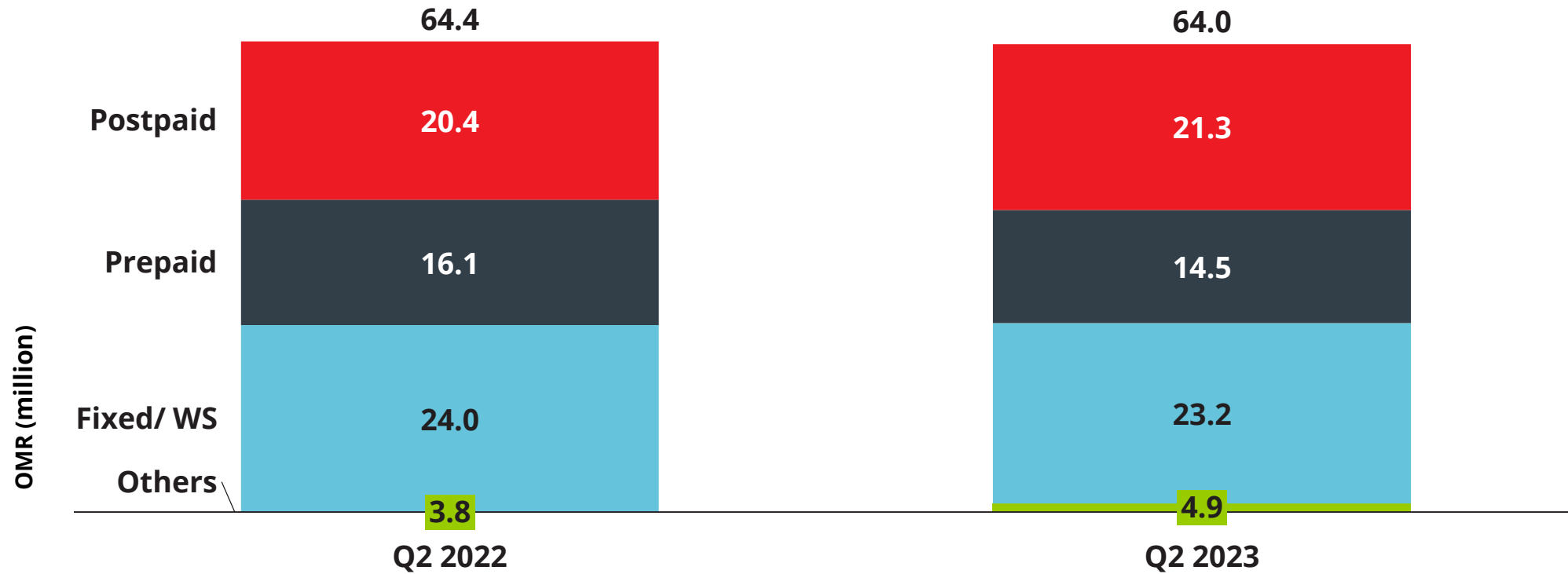
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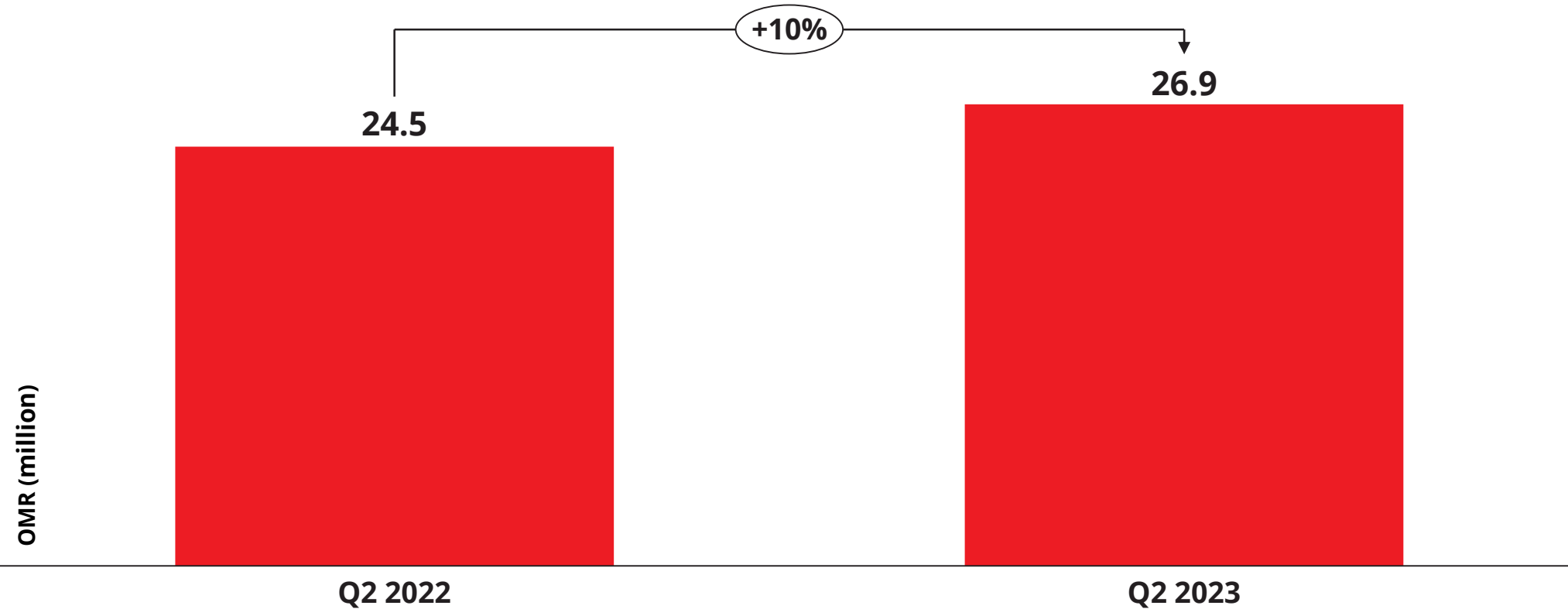


Revenue



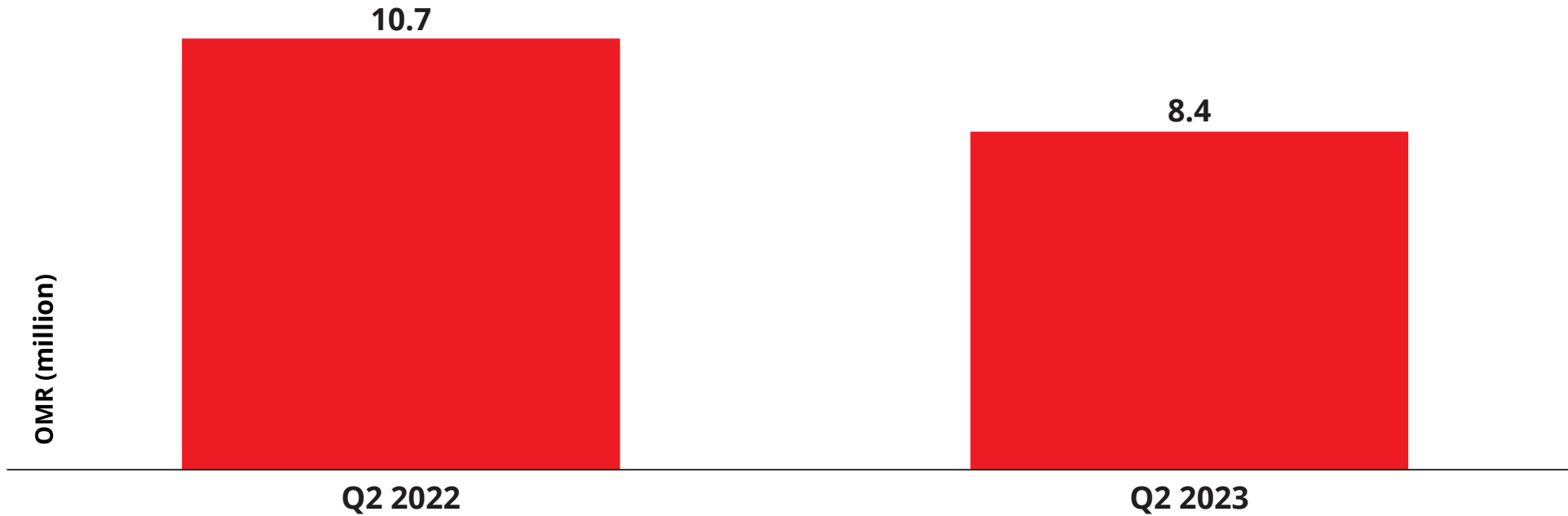
- Postpaid revenue grow by around 5% supported by growth in customer base.
- Prepaid revenue was impacted by lower ARPU.
- Other revenue growth was supported by growth of device and ICT sales.

Network, interconnect and other operating expenses



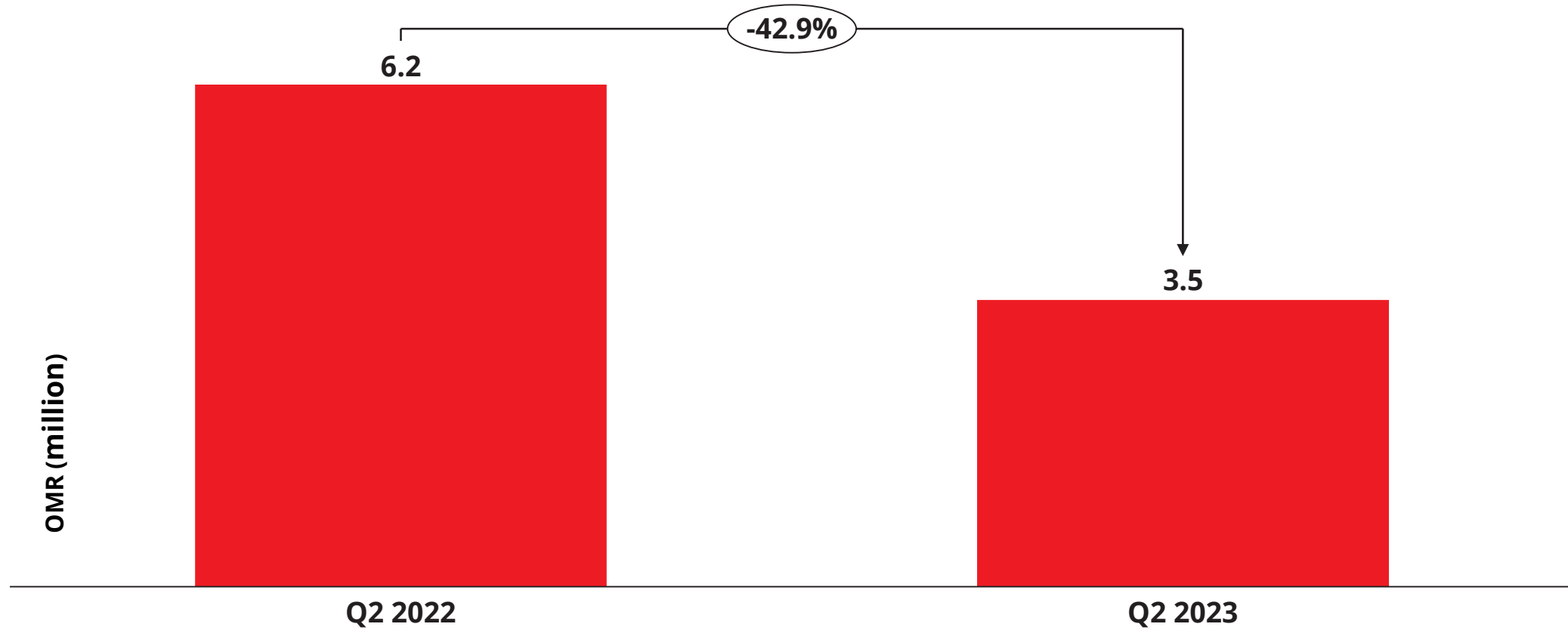
- Q2 2023 Network, Interconnect and other operating expenses has increased due to higher device cost and higher ICT expenses associated with growth in devices and ICT sales.
- Ooredoo Oman continues to monitor its expenses and optimize expenditures.

Capital Expenditure (CAPEX)



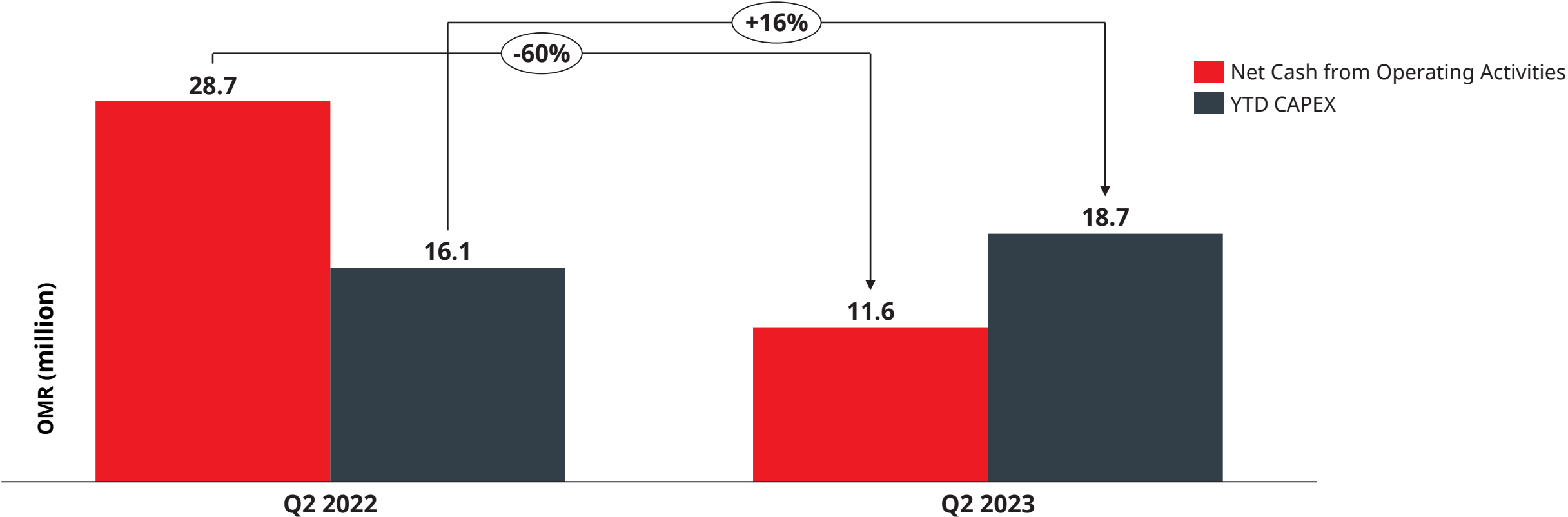
- Q2 2023 investments was driven by 5G network expansion, data centers and enhancement of OO digital capabilities.

Profit before tax



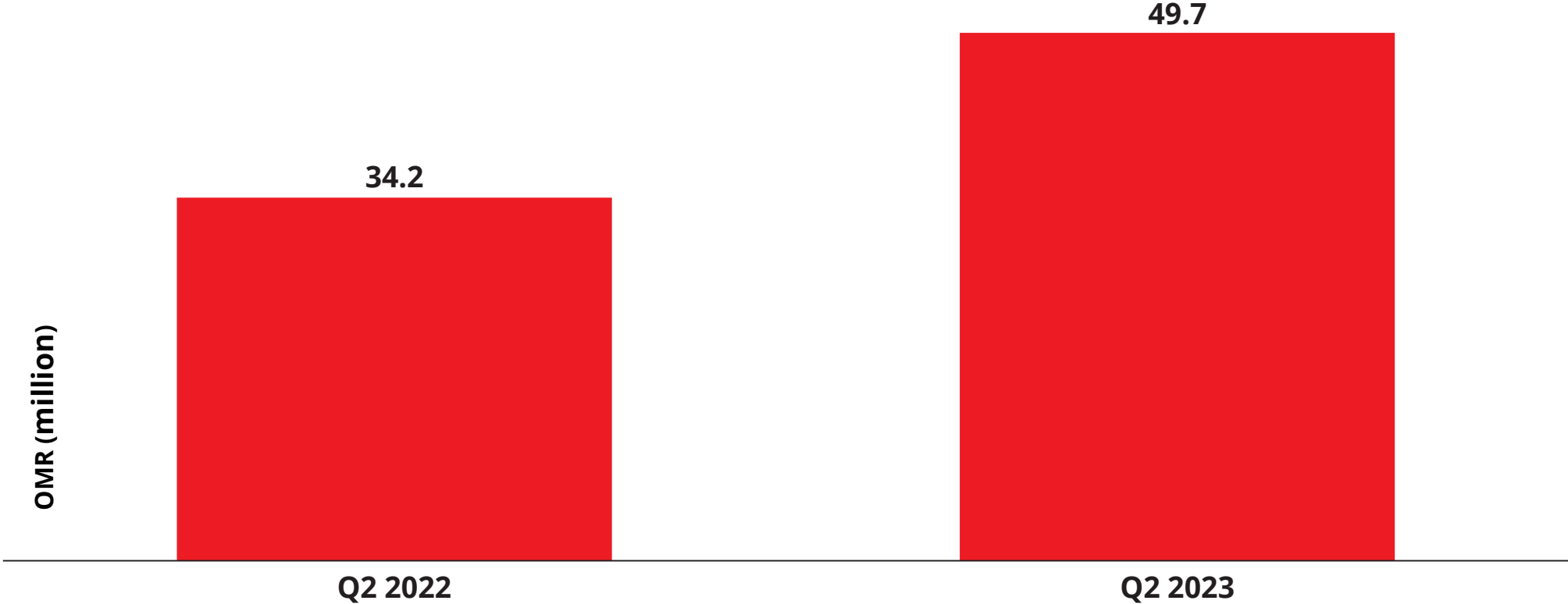
- Profit before tax was impacted by:
 - higher expenses related to devices and ICT sales.
 - Impairment loss on financial assets associated with bad debt provision (P.S. Q2 2022 includes OMR 1.1 million favourable adjustments).

Net cash from operating activities – for H1 2023



- Operating cash flow was impacted by lower income as well as working capital movement driven by increase in receivables and decrease of payables.
- CAPEX spend in 2023 was driven by faster 5G network expansion, data centers expenditure and enhancement of OO’s digital capabilities.

Net Debt



- Net debt position change was driven by lower RCF repayments and higher CAPEX.
- OO continues to maintain healthy cash position with low gearing.

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Summary

- **Market**

- Post-paid revenue continues to grow driven by growth of customer base.
- Increase in device and ICT sales.

- **Commercial and operational**

- OO continue to focus on providing customers with a seamless omni-channel digital experience.
- OO launched some exciting products and services in second quarter, including giving our Shahry postpaid customers more data when subscribing through our digital channels. Additionally, we launched our hugely popular “Recharge and Win” campaign for our Hala Prepaid customers.
- Our strong B2B ICT offerings are further enhanced by partnership agreements with leading tech companies. These includes partnership agreement with CISCO Systems, which will support the acceleration of digital transformation journey for business customers across the country.

THANK YOU

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